

Message Text

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13

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 110925Z AUG 76
FM AMEMBASSY PRAGUE
TO USDOC WASHDC
INFO SECSTATE WASHDC 790
AMEMBASSY BUCHAREST
AMEMBASSY BUDAPEST
AMEMBASSY SOFIA
AMEMBASSY WARSAW
AMEMBASSY VIENNA

UNCLAS PRAGUE 2282

VIENNA FOR USEWTD0

E.O. 11652: N/A

TAGS: BEXP, EEWT, CZ

SUBJ: PROPOSED MAY TECHNICAL SALES SEMINAR ON BUSINESS MACHINES

REF: (A) PRAGUE 2251, (B) USDOC 12514

1. ON AUG 9, E/C COUNSELOR CALLED ON KOVO (FTO) OFFICIALS (PREISLER, EIMAN, JAKL AND RUDOLF) TO DISCUSS PROPOSED TSS. ALTHOUGH THEY EXPRESSED GREAT INTEREST, THEY DECLINED TO IDENTIFY ANY SPECIFIC PRODUCTS OR COMPANIES THEY WOULD LIKE TO SEE INCLUDED. THEY NOTED OUR COMMENT THAT AUTOMATIC TYPEWRITERS, FILING SYSTEMS, LABELLING MACHINES, COLLATORS, PROGRAMMABLE POCKET CALCULATOR AND MICROFILM SYSTEMS WOULD PROBABLY BE INCLUDED. HOWEVER, THE OFFICIALS EXPRESSED NO HARD INTEREST (OR LACK OF INTEREST) IN ANY OF THESE LINES, OBSERVING ONLY THAT MICROFILM SYSTEMS ARE NOT IN KOVO'S PRODUCT AREA BUT BELONG TO ANOTHER FTO, MERKURIA. THEY SAW NO PROBLEM WITH MAY TIMING (EXCEPT FOR MAY 1 AND 9 HOLIDAYS).

2. DESPITE OVERALL POSITIVE REACTION TO PROPOSED SEMINAR, KOVO OFFICIALS DID REMIND US STRONGLY OF
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NEGATIVE IMAGE U.S. BUSINESS MACHINES IN GENERAL (NOT

JUST ADVANCED COMPUTERS) HAVE IN CSSR DUE TO LONG DELAYS AND UNCERTAINTIES RESULTING FROM U.S. EXPORT CONTROL PROCEDURES. THEY ALSO WARNED THAT WEST EUROPEAN COMPETITION IS VERY STIFF IN THIS FIELD.

3. WE AGREED THAT EMBASSY WOULD SEND KOVO TENTATIVE LIST OF PARTICIPATING COMPANIES AND PRODUCTS TO BE PRESENTED ASAP AND THAT RUDOLF WOULD THEN PROVIDE COMMENTS AND SUGGESTIONS.

4. COMMENT: EMBASSY STILL VIEWS BUSINESS MACHINES TSS AS "PROMISING" (REF A), BUT WE ARE NOT SURE IT IS MORE PROMISING THAN OTHER TOPICS SUGGESTED BY USDOC FOR CROWDED FEB-JUNE TIME-FRAME. IF MICRO-FILM SYSTEMS INCLUDED, WE WILL FACE SOME PROBLEM IN COORDINATING KOVO AND MERKURIA INVOLVEMENT.

5. ACTION REQUESTED: PLS ADVISE SOONEST WHETHER THIS TSS WILL BE RETAINED AND, IF SO, WHICH COMPANIES AND PRODUCTS WILL BE INVOLVED.
BYRNE

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NNN

Message Attributes

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Margaret P. Grafeld
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